

Message Text

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ACTION AF-06

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R 101218Z MAR 76
FM AMEMBASSY LAGOS
TO USDOC WASHDC
INFO SECSTATE WASHDC 3840

UNCLAS LAGOS 02985

E.O. 11652: N/A

TAGS: BEXP, BTIO, NI

SUBJECT: FEASIBILITY STUDY FOR METALWORKING INDUSTRY

1. LOCAL INDUSTRIALIST T.K. AUDIFFEREN INFORMED EMBASSY THAT IN 1971 HE BEGAN DISCUSSION WITH FMG ABOUT DEVELOPMENT OF A BASIC METALWORKING INDUSTRY. ARRANGEMENTS WERE MADE, ACCORDING TO AUDIFFEREN, FOR INSTITUTE FOR THE DEVELOPMENT OF METALWORKING INDUSTRIES INCORPORATED, 420 LEXINGTON AVENUE, SUITE 2616, NEW YORK 10017, TELEPHONE (212) 532-3088, TO CARRY OUT FEASIBILITY STUDY. CONCEPT WAS THAT MEMBER FIRMS OF IDMI (BOARD OF DIRECTORS INCLUDED TOP EXECUTIVES OF WARNER AND SWASEY, NORTON COMPANY, GENERAL ELECTRIC METALLURGICAL PRODUCTS DIVISION, BERGER GROUP CONSULTING ENGINEERS, AND LEHMAN BROTHERS INTERNATIONAL) WOULD THEN DESIGN, EQUIP, AND HELP FINANCE THE METALWORKING FACTORIES THAT WOULD BE SET UP.

2. AUDIFFEREN SAYS IDMI STUDY RAN INTO HITCH AND USAID OFFERED TO CARRY OUT SAME STUDY FOR FMG. HOWEVER, USAID STUDY NEVER GOT OFF GROUND.

3. AUDIFFEREN SAYS FMG IS NOW ASKING HIM TO REVIVE HIS PROPOSAL, AND THAT A GERMAN FIRM HAS OFFERED A COMPETING PROPOSAL. AUDIFFEREN FEELS WHOEVER DOES THIS STUDY WILL HAVE A LOT TO SAY ABOUT WHICH COMPANIES WILL GET ORDERS FOR THE VERY SUBSTANTIAL QUANTITY OF METALWORKING MACHINERY THAT WILL BE INSTALLED IN THE VARIOUS FACTORIES IN THE NIGERIAN COMPLEX.

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RM ACTION REQUESTED: AUDIFFEREN HAS ASKED THE EMBASSY'S

ASSISTANCE IN DETERMINING IF IDMI STILL EXISTS, AND IF SO,
WOULD THEY BE PREPARED TO UNDERTAKE THIS FEASIBILITY STUDY
ON A FEE BASIS. IF NOT, CAN USDOC URGENTLY LOCATE ANOTHER
ORGANIZATION OR SINGLE FIRM IN THE INDUSTRY THAT WOULD BE
WILLING TO UNDERTAKE SUCH A STUDY QTE FOR A FEE, WITH A VIEW
TO SELLING THEIR MACHINES AND SERVICES TO THE PROPOSED
COMPLEX. UNQTE.

EASUM

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